

## Appendix 4C – Q3 FY18 Quarterly Cash Flow Report and Business Update

### Highlights:

- SelfWealth continues to demonstrate excellent growth in the March Quarter.
- Q3 FY18 revenues of \$318k up 90% on prior quarter revenue of \$167k and up 759% on Q3 FY17 revenue of \$37k.
- Active users increased 50% to 3,382 in Q3 FY18, up from 2,261 Q2 FY18.
- Q3 FY18 quarterly trade volumes of 20,167 up 25% on Q2 FY18 quarterly trade volumes of 16,175.
- Value of Q3 client cash and stock held on HIN of \$392M, up 28% on \$306M for the previous quarter.
- With a solid balance sheet post IPO listing late 2017, SelfWealth is substantially increasing its marketing spend to further accelerate growth across all key metrics.
- Cash at end of March 2018 was \$A5.1M.

Melbourne, Australia – 9 April, 2018: [SelfWealth Limited](#) (ASX: SWF) (“SelfWealth” or “the Company”), an Australian FinTech offering a \$9.50 flat fee ASX brokerage service and a social network platform for Australian investors, today released its Appendix 4C – Q3 FY18 Quarterly Cash Flow Report and Business Update.

The performance of SelfWealth during Q3 FY18 has been excellent, with revenue growth increasing 9x to \$318k in the March Quarter compared to the March FY17 Quarter and 90% up on the previous quarter of \$167k. Growth has been driven by a substantial increase in active users and trade volumes as SelfWealth continues to penetrate the market with its highly disruptive business offering. Active users increased to 3,382 in the March Quarter, up 50% on the previous quarter of 2,261. Quarterly trade volumes rose to 20,167 in the Quarter, up 25% on the previous quarter of 16,175. Tradeable assets held on HIN and cash totalled \$392M at the end of the March Quarter, up 28% on the previous quarter of \$306M.



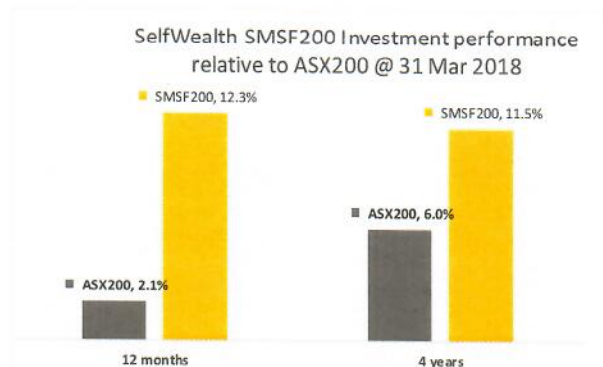


Andrew Ward, SelfWealth CEO said: "We are very pleased with the continued growth in new customers and revenue during the March quarter. In addition to organic growth through industry recognition, we are also encouraged by the returns our national marketing initiatives are delivering for the business in terms of customer acquisitions, and we will continue to broaden our marketing efforts during this calendar year. It is clear our offering of \$9.50 flat fee ASX trades and social network community platform is gaining significant traction with self-directed investors in the Australian share market."

SelfWealth's social network community platform contains over 35,000 investor portfolios for SelfWealth members to access to improve their own performance. SelfWealth will use the power of its social network to release mid 2018 Australia's first representative Exchange Traded Fund(ETF) for Self Managed Superfunds (SMSFs).

The SelfWealth SMSF200 ETF (*ASX ticker code SELF*) will provide investors with the opportunity to invest in the top 200 stocks distilled from the top 200 portfolios of SelfWealth's 30,000 SMSF portfolios as measured by SelfWealth's proprietary 'WealthCheck' score, rebalanced quarterly.

In terms of performance, SelfWealth's 'SMSF200' index has substantially outperformed the 'ASX200' as noted in the graph below:



For further information on SelfWealth or to simply gain access to \$9.50 flat fee ASX brokerage go to [www.selfwealth.com.au](http://www.selfwealth.com.au)

For enquiries, please contact:

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## About SelfWealth

Established in 2012, SelfWealth is a unique, peer-to-peer share trading platform is comprised of two offerings – SelfWealth TRADING and SelfWealth PREMIUM – with a focus towards self-directed investors. SelfWealth’s proprietary software platform SelfWealth TRADING offers a low, \$9.50 commission-free flat fee ASX brokerage service, regardless of trade size.

SelfWealth PREMIUM, introduced in 2017, is a social investment network that allows users to compare and construct portfolios with others on the platform – for the first time in Australia. Combining cloud capabilities, the PREMIUM network uses proprietary diagnostic tools to measure investment performance and diversification, providing users with a Wealth Check Score and Safety Rating that can be benchmarked against others on the platform.

**Appendix 4C**

**Quarterly report for entities subject to Listing Rule 4.7B**

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

**Name of entity**

SelfWealth Ltd

**ABN**

521 154 324 428

**Quarter ended ("current quarter")**

31 March 2018

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (9 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	282	545
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(178)	(506)
(c) advertising and marketing	(515)	(1,559)
(d) leased assets	(27)	(82)
(e) staff costs	(587)	(1,513)
(f) administration and corporate costs	(301)	(903)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	23	35
1.5 Interest and other costs of finance paid	-	(36)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	726
1.8 Other (provide details if material)	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(1,303)</b>	<b>(3,293)</b>

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (9 months) \$A'000</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) property, plant and equipment	(8)	(10)
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	(1)	(13)
(e) other non-current assets	-	-
2.2 Proceeds from disposal of:		
(a) property, plant and equipment	-	-
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets	-	-
2.3 Cash flows from loans to other entities	-	9
2.4 Dividends received (see note 3)	-	-
2.5 Other (provide details if material)	-	-
<b>2.6 Net cash from / (used in) investing activities</b>	<b>(9)</b>	<b>(14)</b>

<b>3. Cash flows from financing activities</b>		
3.1 Proceeds from issues of shares	-	7,836
3.2 Proceeds from issue of convertible notes	-	-
3.3 Proceeds from exercise of share options	-	-
3.4 Transaction costs related to issues of shares, convertible notes or options	-	(674)
3.5 Proceeds from borrowings	-	-
3.6 Repayment of borrowings	-	(570)
3.7 Transaction costs related to loans and borrowings	-	-
3.8 Dividends paid	-	-

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (9 months) \$A'000</b>
3.9	Other (provide details if material)	-	-
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	-	<b>6,592</b>

<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of quarter/year to date	6,340	1,743
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(1,303)	(3,293)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(9)	(14)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	6,592
4.5	Effect of movement in exchange rates on cash held		
<b>4.6</b>	<b>Cash and cash equivalents at end of quarter</b>	<b>5,028</b>	<b>5,028</b>

<b>5.</b>	<b>Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts</b>	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1	Bank balances	3,028	840
5.2	Call deposits	2,000	5,500
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>5,028</b>	<b>6,340</b>

**6. Payments to directors of the entity and their associates**

Current quarter \$A'000
47
-

6.1 Aggregate amount of payments to these parties included in item 1.2

6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3

6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2

6.1 Includes amounts paid to directors.

**7. Payments to related entities of the entity and their associates**

Current quarter \$A'000
-
-

7.1 Aggregate amount of payments to these parties included in item 1.2

7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3

7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2

**8. Financing facilities available**  
*Add notes as necessary for an understanding of the position*

Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
-	-
-	-
-	-

8.1 Loan facilities

8.2 Credit standby arrangements

8.3 Other (please specify)

8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.

<b>9. Estimated cash outflows for next quarter</b>		<b>\$A'000</b>
9.1	Research and development	-
9.2	Product manufacturing and operating costs	304
9.3	Advertising and marketing	900
9.4	Leased assets	33
9.5	Staff costs	674
9.6	Administration and corporate costs	147
9.7	Other (provide details if material)	-
<b>9.8</b>	<b>Total estimated cash outflows</b>	<b>2,058</b>

<b>10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)</b>	<b>Acquisitions</b>	<b>Disposals</b>
10.1 Name of entity	-	-
10.2 Place of incorporation or registration	-	-
10.3 Consideration for acquisition or disposal	-	-
10.4 Total net assets	-	-
10.5 Nature of business	-	-

**Compliance statement**

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Sign here:  .....

Date: 9 April 2018

Company Secretary

Print name: .....Mark Lawrence.....



## Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.